



ZELLER+GMELIN

Price impact / conflict „red sea“

Sales Conference 2024

EXPERTLY DONE.

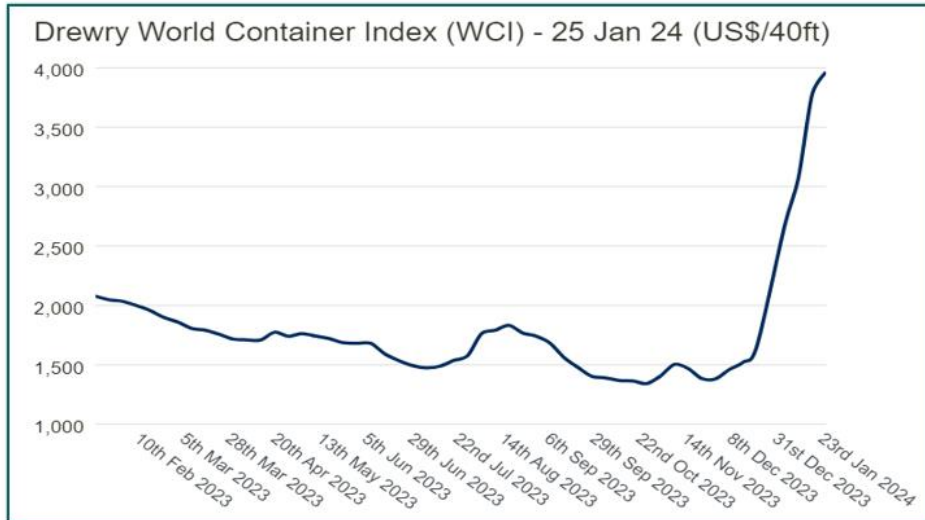
Impact on supply chain

+ Red sea attacks

- lead time today + 3-4 weeks
- shipping routes change at short notice and are unpredictable
- Congestions in front of ports is increasing further and lead to delayed discharges
- Container prices are increasing by $\sim + 0.30-0.40$ €/kg

Container freight prices ex China

Container Freight Prices ex China around +200% higher than previous year



- Q4 2023 - Container Prices ex Shanghai to Rotterdam at approx. 1.200 USD for 40 ft. containers.
- January 2024 Container Prices ex Shanghai to Rotterdam at approx. 5.000 USD for 40 ft containers.
- Based on 10.000 kg per Container, cost plus = 0,36 USD/kg.

Freight Surcharge Effective Feb 1, 2024
(Applicable to products sold in Europe, North America, Latam)

Product Group	Region	Freight Surcharge
Organics Pigments & Dyes	Europe	0.23 EUR/kg
	North America	0.25 USD/kg
	Latin America	0.25 USD/kg
Inorganic Pigments	Europe	0.12 EUR/kg
	North America	0.13 USD/kg
	Latin America	0.13 USD/kg
Preparations	Europe	0.12 EUR/kg
	North America	0.13 USD/kg
	Latin America	0.13 USD/kg

Drewry - Service Expertise - World Container Index - 25 Jan

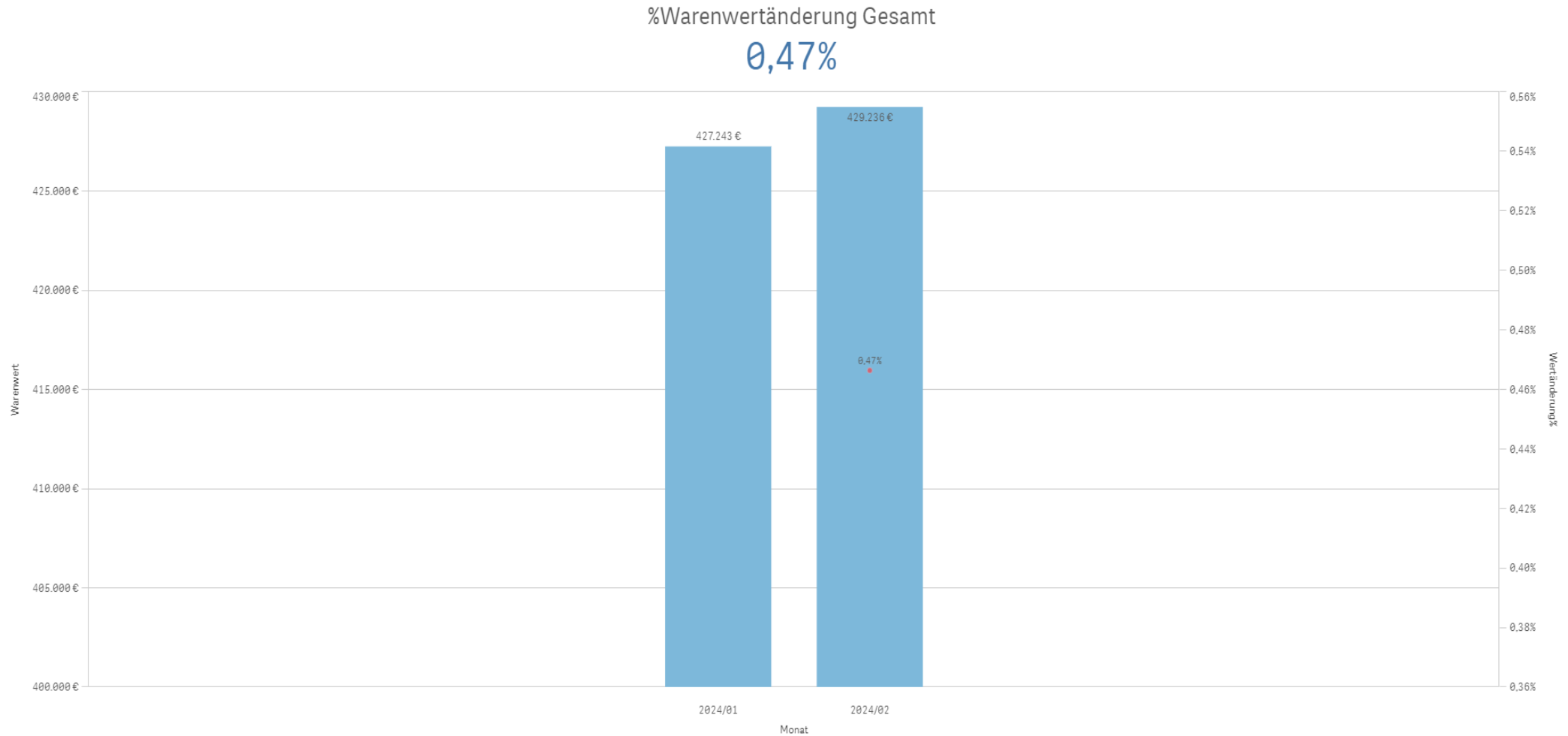
Route	Route code	11-Jan-24	18-Jan-24	25-Jan-24	Weekly change (%)	Annual change (%)
Composite Index	WCI-COMPOSITE	\$3,072	\$3,777	\$3,964	5% ▲	94% ▲
Shanghai - Rotterdam	WCI-SHA-RTM	\$4,406	\$4,951	\$4,984	1% ▲	186% ▲



Impact on feedstock price Q2/2024

- + PR48.2 and PR57.1 prices will increase due to increased raw material costs for 2B Acid and 4B Acid
- + Current FM on Methacrylicacid in Europe could lead to price increases on Epoxy resins – unannounced additional quantities are difficult to obtain
- + Due to increase container freight rates pigment suppliers introduced a temporary freight surcharge for Q2/2024 -> effect + 4%
- + TiO2 prices increase for Q2/2024 -> effect + 5%
- + Acrylic acid pricing stable since July 2023

Feedstock price development influence on sales products



Thank you!